



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #092623
Entitled

Dental Equipment, Supplies, and Related Solutions

The following advertisement was placed August 8, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, August 9, 2023 in Oregon's *Daily Journal of Commerce*, and August 8 and August 15, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Dental Equipment, Supplies, and Related Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 26, 2023, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Allied Medical Instruments, Inc.	Lunar Contracting
AM GLOBAL SUPPLY, INC.	Marcan Pharmaceuticals, Inc.
Ansell Canada, Inc.	McKesson Canada Corporation
Apollo Solutions	Patterson Dental Supply, Inc.
Avalon Robotics Inc.	Pocket Nurse Enterprises, Inc.
AVCO ENTERPRISES	Prime Vendor, Inc.
B&E MEDICAL SUPPLY AND EQUIPMENT, LLC	PWXPress
Bow Wood Dental Systems	ROTTAM, LLC
Canadian Hospital Specialties, Limited	Safco Dental Supply, LLC
Darby Dental Supply	Safe'N'Clear, Inc.
Dental Health Products, Inc. (DHP)	Sanbryth, LLC
Ebisu Supplies, LLC	SAVOY MEDICAL PRODUCTS

Engaged Healthcare Solutions	School Health Corporation
Formlabs, Inc.	School Nurse Supply
Germiphene Corporation	Sinclair Dental Co., Ltd.
Getinge Canada, Ltd.	Sourcewell
Henry Schein Canada, Inc.	STERIS Corporation
Henry Schein, Inc.	Tactile Robotics, Ltd.
Innovatek Medical, Inc.	Unipak Corp.
INTERBORO PACKAGING CORPORATION	Vizocom ICT, LLC
Ismile Dental Products	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 26, 2023 at 4:32:28 pm CT. Proposals were received from the following:

Avalon Robotics Inc.
 Darby Dental Supply
 Germiphene Corporation
 Henry Schein, Inc.
 Ismile Dental Products
 Patterson Dental Supply, Inc.
 Vizocom ICT, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Supervisor
 Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Supervisor
 Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst
 Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Darby Dental Supply offers a full catalog of dental equipment, supplies, technology, hardware, software, and support services. Their sales force and independent service contractors can service Sourcewell participating entities throughout the United States. Darby Dental Supply's website is organized to display a family of products together with additional informational resources to enhance product research. They also offer Sourcewell participating entities a solid discount off standard pricing.

Henry Schein, Inc. provides a comprehensive selection of dental equipment, supplies, technology, hardware, and support services. Their nationwide sales team, distribution centers, and service team can cover all of the United States. Henry Schein achieves a 99.9% adjusted fill and same day shipping rate for orders. They are offering substantial discounts off their catalog pricing to Sourcewell participating entities.

Patterson Dental Supply, Inc. provides an extensive offering of dental equipment, supplies, technology, hardware, and support services. They have an extensive sales force, branch locations, distribution centers, and technician force throughout the United States to serve Sourcewell participating entities. Patterson Dental Supply offers comprehensive product, equipment, maintenance, and operator training options. They are offering a substantial discount off their list pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #092623 to:

Darby Dental Supply	#092623-DARBY
Henry Schein, Inc.	#092623-HENRY
Patterson Dental Supply, Inc.	#092623-PTRSN

The preceding recommendations were approved on October 24, 2023.

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James Voelker

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James Voelker, CPCM, CFCM, Procurement Supervisor

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Kim Austin

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Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Supervisor

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Brandon Town

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Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

DocuSigned by:

Nick Scholer

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Nick Scholer, Procurement Analyst

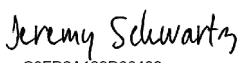
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #092623 for Dental Equipment, Supplies, and Related Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer